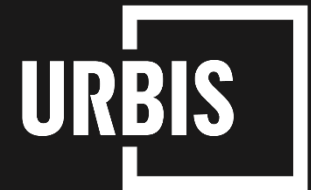


SHOW ME THE MONEY
**HOW TO PROSECUTE A
CASE FOR FUNDING**

NICKI HUTLEY



FOR DISCUSSION

Where is the money?
Sources of funding
and eligibility

How to successfully
prosecute a
Business Case



SOURCES OF FUNDING

IS THERE A FUND FOR MY PROJECT?

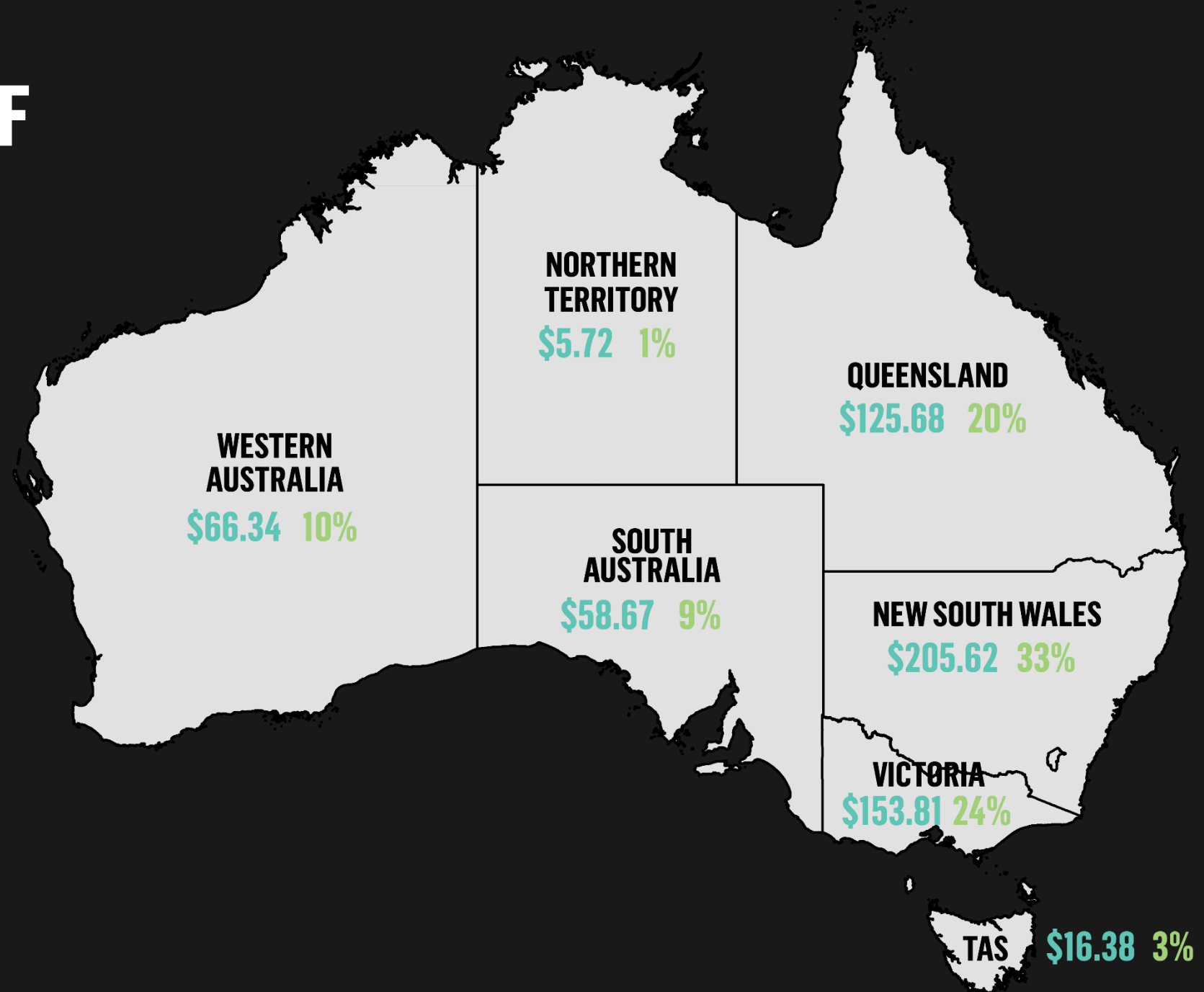
- Over 350 state and federal grant programs across Australia.
- City Deals
- For regional infrastructure investment, BBRF (formerly NSRF) is the key
- Is your project eligible?
- Why has W.A. been less successful under NSRF?

Round 1 (\$212m)
5 of 51 projects

Round 2 (\$293m)
14 of 111 projects

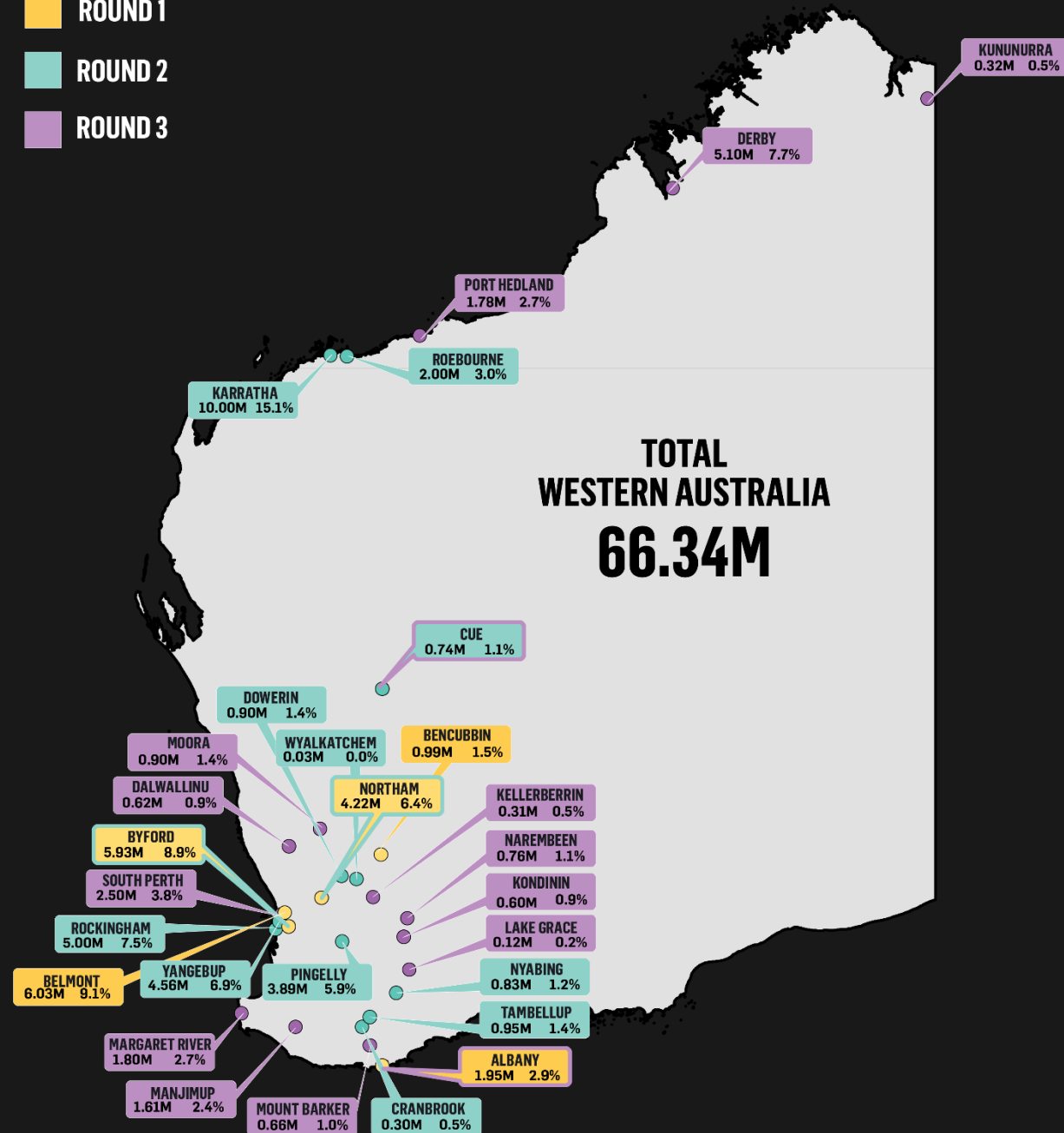
Round 3 (\$126m)
11 of 67 projects

NSRF & BBRF



NSRF & BBRF

- ROUND 1
- ROUND 2
- ROUND 3



MAKING FRIENDS AND INFLUENCING PEOPLE

- Talk to the relevant Agency
 - demonstrate you are thinking this through
- Key role for RDA in BBRF



BUILDING BETTER REGIONS FUND

Infrastructure Stream

Projects which involve the construction of new infrastructure, or the upgrade or extension of existing infrastructure that provide economic and social benefits to regional and remote areas.

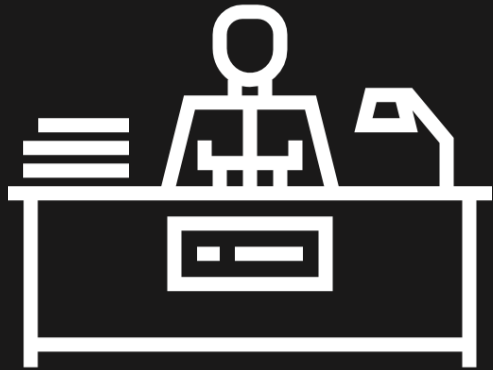
\$20,000 - \$10 million

Community Investments Stream

Community building activities including but not limited to, new or expanded local events, strategic regional plans, and leadership and capability building activities. These projects **will deliver economic and social benefits** to regional and remote communities.

\$5,000 - \$10 million

BBRF AIMS



The objectives of the BBRF program are to:

- Create employment
- Increase economic activity, including opportunities for indigenous economic participation and supplier outcomes.
- Enhance community facilities
- Develop leadership capacity
- Enhance community cohesion and sense of identity

*Not every funded project will deliver on each of the outcomes, but **across the projects funded** the program will achieve these outcomes.*

BBRF ELIGIBILITY - IT'S REGIONAL!

BBRF Eligibility

Building Better Regions Fund Eligibility and Remoteness Classification

Warning
The project location you have selected is in an Excluded Area. You are not eligible to apply under the Building Better Regions Fund.

Eligibility	Excluded Area	
Remoteness classification	Inner Regional Australia	
Project latitude and longitude	-32.74095,115.64010	
Local Government Area	Mandurah (C)	
Postcode	6211	

BBRF ELIGIBILITY - MATCHED FUNDING FOR INNER AND OUTER REGIONAL

BBRF Eligibility

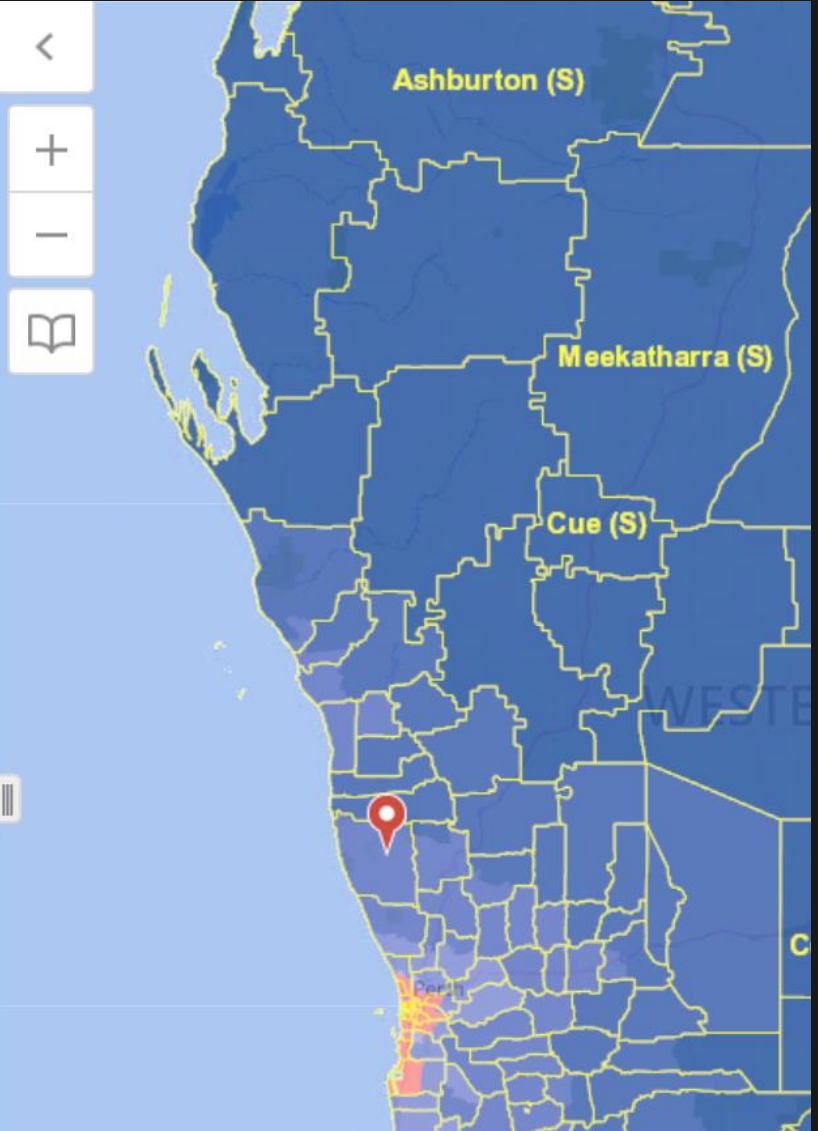
Building Better Regions Fund Eligibility and Remoteness Classification

Eligibility	Included Area - Outer Regional	
Remoteness classification	Outer Regional Australia	
Project latitude and longitude	-30.52665,115.60165	
Local Government Area	Dandaragan (S)	
Postcode	6521	

Record your remoteness classification in your application form.

You will be required to contribute co-funding of at least \$1 for every \$1 of grant funding requested, unless:

- a. you are seeking a co-funding exemption due to exceptional circumstances or
- b. your total project value is less than \$20,000 in the Community Investment Stream.



BBRF ELIGIBILITY \$1 FOR \$3 GRANT FUNDING FOR REMOTE AND VERY REMOTE

BBRF Eligibility

Building Better Regions Fund Eligibility and Remoteness Classification

Eligibility	Included Area - Very Remote	
Remoteness classification	Very Remote Australia	
Project latitude and longitude	-21.07411,116.48605	
Local Government Area	Karratha (C)	
Postcode	6714	

Record your remoteness classification in your application form.

You will be required to contribute co-funding of at least \$1 for every \$3 of grant funding requested, unless:

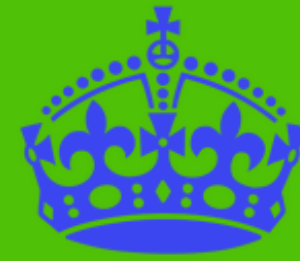
- you are seeking a co-funding exemption due to exceptional circumstances or
- your total project value is less than \$20,000 in the Community Investment Stream.

THE ANNOUNCABLES (AND RISK)



It's in everyone's interests to have a well-thought out project that clearly identifies the benefits and that is DELIVERABLE

DON'T RUSH!



**KEEP
CALM
AND
NO
RUNNING!**



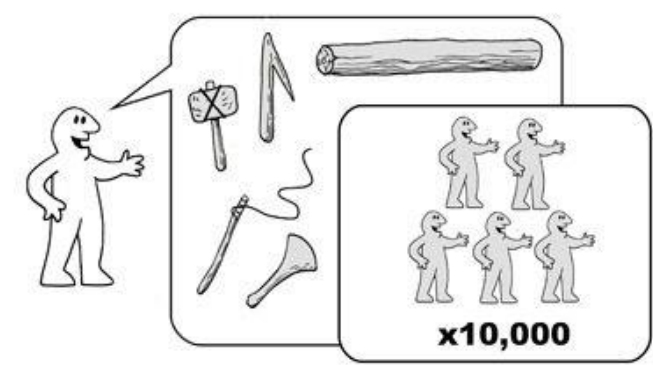
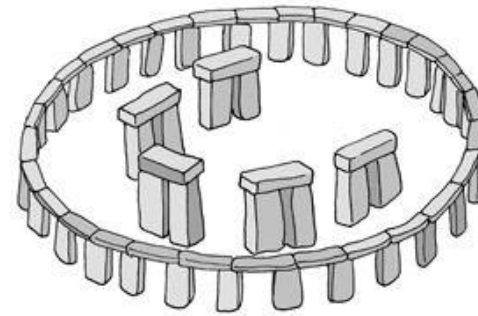
**PROSECUTING A
BUSINESS CASE**

READ THE
INSTRUCTION
MANUAL!

ALL the details are there on the IA website

URBIS.COM.AU

HËNJ



80x



30x



30x



10x



5x

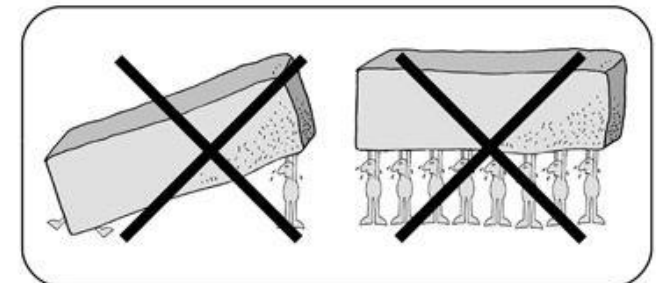
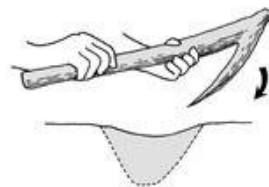


1x



3x

1



ANATOMY OF A BUSINESS CASE



Your project will be assessed on the following merit criteria:

- economic benefit (15 points)
- social benefit (10 points)
- value for money (5 points)
- project delivery (5 points)
- *level of community support*
- *level of co-funding*

Can you demonstrate “**Strong Claims**”?

IDENTIFYING THE NEED AND THE OPTIONS

- Demonstrate that a range of options have been considered and compare the outcomes
- If no options considered, explain why



ALIGNMENT WITH POLICY

- Clearly articulate how the investment aligns with local, State and Commonwealth policies
- Show that the project is already included in local planning and discussions and financing



DEMONSTRATING ECONOMIC BENEFIT



Increased economic activity, improvements in productivity, wider access to markets or fairer and more equitable economic outcomes.

- New/higher value employment
- new businesses/production of goods and services in the region (direct and indirect)
- growth in existing sectors, e.g. tourism, agriculture, manufacturing
- local supply chain boost
- Leverage infrastructure
- Indigenous economic participation

DEMONSTRATING ECONOMIC BENEFIT #2



- *To demonstrate the above attributes, you will need to*
- establish a baseline
- demonstrate where resources will come from (does local workforce have the right skills?)
- show that you are not “robbing Peter to pay Paul” i.e. that you are creating net new benefits
- **show the degree to which the project delivers benefits beyond the construction phase is critical – this is your differentiator.**

DEMONSTRATING SOCIAL BENEFIT



- Attractive place to live (workforce attraction and retention)
- Community connections and social inclusion
- Local heritage and culture
- Community institutions (e.g. through support for governance and leadership capacity)
- Community volunteering
- Disadvantage within the community.

To demonstrate the above attributes, you will need

- *Stakeholder engagement and communications plan*
- *Social Return on Investment analysis*

VALUE FOR MONEY

Goes beyond a BCR




- Does the project leverage additional funding (includes cash contributions above the co-funding requirement and in-kind contributions)?
- Does the project leverage additional partnerships?
- Would the project proceed without the grant funding? If yes, what is impact of funding?

N.B. Activities carried out prior to executing a grant agreement WILL NOT be funded!

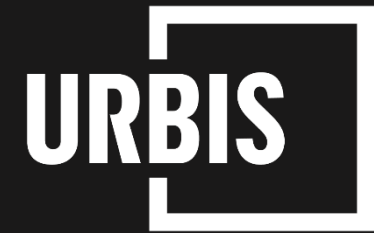
PROJECT DELIVERY



- ✓ Readiness to commence the project with appropriate approvals planned for or in place
- ✓ Track record with similar projects including managing similar grant funding
- ✓ Access to people with the right skills and experience
- ✓ Access to infrastructure, capital equipment, technology, intellectual property
- ✓ Manage and fund O&M post completion
- ✓ Benefits realisation strategy
- ✓ Detailed Project Management Plan which addresses project: scope implementation methodology and how you will manage project dependencies timeframes budget/costing risk

A young boy dressed as a detective in a trench coat and hat, holding a magnifying glass, standing in a dimly lit room with bookshelves and leather chairs. The scene is set in a classic, wood-paneled room with bookshelves filled with books. The lighting is dramatic, with a strong blue tint and warm highlights from lamps. The boy is the central focus, looking intently through the magnifying glass.

**EVIDENCE,
EVIDENCE AND
MORE EVIDENCE**



THANK YOU

NICKI HUTLEY